

元达律师事务所 北大法学院 2012校园招聘宣讲会

2012年3月28日
下午14:00
北京大学法学院
凯原楼模拟法庭

嘉宾： 陈立彤 合伙人
中国及美国纽约州执业律师
瑞士仲裁协会会员
全国律师协会经济委员会委员
上海经贸商事调解中心秘书长

刘晨光 合伙人
英国诺丁汉大学法学硕士

郑晓林 行政总监
复旦大学MBA
国家注册心理咨询师

宣讲会回执

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Who we are...

- ❑ **MWE China Law Offices**, a seasoned and integrated professional team of lawyers based in Shanghai, was established in December 2006 by the founding partners John Huang and Kevin Qian.

- ❑ **On February 1st, 2007**, we announced an exclusive strategic alliance with the U.S. firm **McDermott Will & Emery**, an international law firm with 17 offices in the United States and Europe, to provide global companies based within and outside of China superior global client service with access to leading lawyers within China and around the globe. Having the best of both worlds, the firm has significantly grown in size and revenue in its first two years, as well as contributed considerably to the expansion and success of its U.S. alliance's China practice.

Our Strategic Alliance Partner

McDermott Will & Emery is a leading international law firm with diversified business practices, representing a wide range of commercial, industrial and financial enterprises, both privately and publicly held.

□ **19th largest law firm globally** (“AmLaw Global 100,” *The American Lawyer*, October 2008)

□ **1,100+ lawyers** practicing in 16 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai

Outstanding client service is the cornerstone of our practice. Knowing that it can withstand the tests of geography, economy and time, providing good client services is a key attribute from which we build our client relationships.

16+ Offices Worldwide

Boston Brussels Chicago Düsseldorf Houston London Los Angeles Miami Milan
Munich New York Orange County Paris Rome Seoul Silicon Valley
Washington, D.C.

Strategic alliance with MWE China Law Offices in Shanghai



*Strategic alliance with MWE China Law Offices

We represent clients in
70 countries
across 6 continents

Responsive

to find the right answer:
we quickly deploy teams from
our integrated offices to meet
every client need

Dedicated

unwavering commitment to
client service and a culture of
teamwork drives our lawyers to
deliver effective solutions

MWE China Law Offices - Practices

Antitrust & Competition

**Banking, Finance &
Insurance**

Capital Markets

General Corporate

Energy

Environmental

Health

Intellectual Property

**International Litigation
& Arbitration**

Labor & Employment

**Life Sciences & Medical
Devices**

Mergers & Acquisitions

Real Estate

Regulatory Compliance

Tax

Telecommunications

Trademark Enforcement

**White-Collar Criminal
Defense**

**Venture Capital &
Private Equity**

Media Coverage

THE WALL STREET JOURNAL ASIA.

TUESDAY, JANUARY 30, 2007

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Chinese law firm aligns with a U.S. counterpart

Yuan Da agreement is a mainland first amid several hurdles

In the first formal tie-up between a Western law firm and one in mainland China, McDermott Will & Emery of the U.S. has entered into a strategic alliance with Yuan Da Law Offices of Shanghai.

By Nathan Koppel in New York and Andrew Batson in Beijing

Western law firms have been

where it is easier for foreign firms to set up. As business in China grows, they are turning to the mainland to get better access to Chinese corporate and government clients.

Last year, 14 international law firms opened offices in mainland China, about the same as in each of the two previous years, according to legal consultant Hildebrandt International Inc. When firms enter the market, they mostly send partners to China and hire local Chinese lawyers. Peter Zeughauser, who advised McDermott and Yuan Da on their alliance, says firms generally expect to invest \$3 million

Starbucks, and won't hesitate to pay for that, but they are just starting to understand what it means to have a good lawyer," says Carmen Chang, the California-based head of the China practice at Wilson Sonsini Goodrich & Rosati, which has six lawyers in Shanghai.

The Chinese market isn't yet "wildly lucrative," adds Fred Bartelsmeyer, a partner in the St. Louis office of Bryan Cave LLP, an 800-lawyer firm with a five-lawyer office in Shanghai.

McDermott's entry into the market stands out. It is licensing its name—or its initials—to Yuan Da,

Media Coverage

THE AMERICAN LAWYER

McDermott Entering into Alliance with Chinese Law Firm

BY SUSAN BECK
THE AMERICAN LAWYER
JANUARY 30, 2007

McDermott Will & Emery said Monday that it is entering into an alliance with a Chinese firm aimed at overcoming hurdles that have limited the type of services global law firms can offer their clients in China.

For years, international firms have hired local lawyers to work in their offices in China. But those lawyers have had to surrender their licenses; they're forbidden to practice Chinese law if they're part of a foreign firm.

The McDermott deal attempts to address this

firms with offices in China have loose referral relationships with local firms, but few, if any, are exclusive or cooperate to this extent. The two firms will share joint marketing and training programs. In addition, Huang and Qian will become nonvoting members of McDermott's board, and McDermott will have nonvoting representatives on MWE China's board. The two firms will also be treated as one for conflicts purposes, according to Huang and Freishtat.

But, according to Huang, the firms will remain sufficiently independent that the local Chinese lawyers at MWE won't have to give up their licenses. "McDermott can take us to the next level and enhance

Media Coverage

EIU ViewsWire Select

September 15, 2008 Monday

HEADLINE: China industry: Legal ties

SERIES: EIU ViewsWire 15 Sep 2008 (T15:15) - Part 4 of 5

COUNTRY BRIEFING

FROM THE ECONOMIST INTELLIGENCE UNIT

To win more clients in China, a growing number of foreign law firms are entering into alliances with local outfits

In early 2007 two prominent Chinese lawyers left Allbright, a well-regarded Shanghai firm, in search of a new way to pursue international legal business. They formed their own practice and quickly struck an exclusive alliance with a US law firm. Their new entity, **MWE China** (known as Yuan Da Law Office in Chinese), now handles Chinese legal work for the international clients of **McDermott Will & Emery**, based in Chicago. Likewise, McDermott offers resources and manpower for MWE China's Chinese clients facing legal issues overseas. The two firms share marketing and training efforts, and run checks to make sure their shared clients do not have any conflicts of interest. But they operate as financially independent entities in line with Chinese government regulations.

As the amount of legal work on both sides of the Pacific explodes, closer co-operation between foreign and Chinese law firms is becoming more common, according to Blane Prescott, a law-firm consultant at Hildebrandt International. He says he is working on four new cases of potential alliances, and other legal sources confirm that at least several more are in the works. The trend is reinforced by Chinese government restrictions that forbid foreigners or Chinese lawyers who jump to foreign firms from practicing local law. By joining

2009 ALB - Rising Firm of the Year

- ❑ **MWE China** was announced winner of the "**Rising Law Firm of the Year**" by ALB China Law Awards in 2009.
- ❑ **MWE China** was chosen for the Award by a panel of ALB judges from a pool of seven top Chinese law firms that have fewer than 50 lawyers and serve the legal needs of the entire mainland China area.
- ❑ The Award recognizes **MWE China** for achieving during the past year the most impressive advancement in size, status, capability, service offering and market position of all the finalist firms.



2010 ALB - Employer of Choice

MWE China Law Offices Selected by Asian Legal Business China as a 2010 Employer of Choice

- ❑ **MWE China** was one of five law firms recognized as a leading domestic law firm to work for in the People's Republic of China.
- ❑ The selection criteria were based upon compensation, quality of work and clients, professional development, reputation, work/life balance and knowledge management.
- ❑ *ALB China* noted that **MWE China**, despite the weakened global economy, has managed to maintain its headcount, salary levels and billable target hours, as well as to keep its incentive program intact throughout 2009. The Firm also has an advanced career development program that includes mentoring, training and formal evaluations.
- ❑ *ALB China* stated that although **MWE China** was a newcomer this year, it outranked many of its larger rivals to receive this honor.



► THE WINNERS

Firms that performed most consistently across the eight survey criteria

CHINA

PRC firms: _____

1. Jun He
2. Grandall
3. MWE China
4. Deheng
5. Fangda

International firms: _____

1. JSM
2. Baker & McKenzie
3. Skadden
4. Simpson Thacher
5. Freshfields

上海市专业服务贸易重点单位



2010年上海市商委、上海市司法局认定我所为“上海市专业服务贸易重点单位（法律服务类）”。